



the Conduit

Minority and Women's Business Enterprises Division



Alice Watson named new Deputy Commissioner of MWBE Division

Late last month, Indiana Department of Administration Commissioner Carrie Henderson named Alice Watson deputy commissioner of the Minority and Women's Business Enterprises division.

Watson brings a strong background in sales and business to the MWBE office, which will serve her well in her new position.

"After interviewing with Commissioner Henderson, I was completely energized by the goals and vision set forth for the MWBE division," said Watson. "The skills and knowledge that I gained from private industry will not only be useful and insightful in the public service arena, but knowing that I can help others is personally fulfilling for me."

Most recently, Watson was a National Account Sales Manager with Prima Technology. Prior to that, Watson worked for Thomson Consumer Electronics as a National Account Manager.

In her new role, Watson seeks to continue the momentum of improving processes for utilization and certification: "I truly believe that we can become the benchmark for similar MWBE organizations and MBECs, increasing opportunities for minority- and woman-owned businesses throughout Indiana."

Save the Date: July 15, 2008

What: 2008 MWBE Business Diversity Series
Contact to Contract: Roundtable Connection

Featuring: A town hall meeting and panel discussion, morning workshops, and roundtable discussions between prime contractors/vendors and certified MBE and WBE firms.

Why: Build business contacts!
Foster relationships between buyers and sellers!
Promote diversity spend in government, education, and the private sector!

Where: Indiana Government Center South, Convention Center
401 W. Washington St., Indianapolis

When: Tuesday, July 15, 2008
8 a.m. to 2 p.m.

Online registration begins later this month. Keep an eye out for more information, including links to register,

on the MWBE website and in your email inbox!

The 2008 Business Diversity Series is held in conjunction with Indiana Black Expo's Indiana Black Business Conference. Indiana Black Expo's 38th Annual Summer Celebration is July 10- 20, 2008. This year's Business Diversity Series sponsors include six of Indiana's State Institutions of Higher Education.



Stadium and Convention Center Phase V Packages Announced

The Indiana Stadium & Convention Building Authority (ISCBA) has announced that the Indiana Convention Center Phase V project June/July 2008 packages will include the remainder of the enclosure, interiors, mechanical, electrical and plumbing scopes. A pre-bid meeting will be held in June 2008, which will include an outreach, open house, and matchmaking event to help develop bidding opportunities for minority and women business enterprises certified with the Indiana Department of Administration.

If your firm is interested in working on the Indiana Convention Center Phase V project, please visit the ISCBA website at <http://www.in.gov/iscba/> or send information about your organization to:

Shiel Sexton/Powers & Sons and Nubian Construction Group
425 W. South Street
Indianapolis, IN, 46225

You may also contact Marshawn Wolley, M/WBE Project Coordinator (317) 638-2696, or email mwolley@nubianconstructiongroup.com for a Contractor Interest form.



The Minority Business Enterprise Center is a federally funded program operated by the Indiana Department of Administration.

Indiana's Minority Business Enterprise Center (MBEC) provides strategic business consulting services to Indiana Minority Business Enterprises (MBEs). The MBEC strengthens Indiana business across the board by strengthening the capacity of MBEs across the state, providing solutions to the challenges of growing a business. With a proven knowledge base and an objective perspective, MBEC consultants help clients overcome the barriers to expansion.

Through its strategic business consulting practice, the MBEC can help ensure your firm's success. **How long can you afford NOT to be an MBEC client?** Contact Reppard Horne, MBEC Executive Director at 317-234-5223 today!

The federal guidelines require the MBEC to work with firms owned by ethnic minorities, and certain minimum business size limits may apply.

For more information about minority businesses, visit the U.S. Department of Commerce, Minority Business Development Agency at <http://www.in.gov/idoa/files/www.mbda.gov>

MBEC Sends Bid Opportunities Directly to Clients

Don't know where to go to access bid notifications? MBEC clients don't have to go anywhere! The Minority Business Enterprise Center is now sending bid opportunities directly to its clients, helping them grow their business without lifting a finger. What's more, opportunities are sorted by industry, ensuring that clients only receive bids that are relevant to their business offerings. To track these efforts, and better understand what's working and what's not, the MBEC has also implemented a tool to track bid success. Case in point: MBEC clients have been awarded 5.5 million dollars in contracts since Jan. 1, 2008.

Improve your Indiana University Connections

If you regularly visit the [MWBE Contracting Opportunities web page](#) to peruse contracting opportunities with Indiana University, but find you can't attend the pre-bid meetings, all is not lost. You can still locate prime contractors for the purpose of making subcontracting connections.

In the Project Plan Information section of the table, click the link <http://iuplanroom.com>. Then, click public jobs. A list of all public jobs will appear. Click an individual project to access the complete plan holders list (at the bottom of the screen). And, if there was a pre-bid sign-in sheet, it will be available through the "View Images" link. Once you have the plan holders list and/or the pre-bid sign-in sheet you can make contact with the prime contractors regarding subcontracting opportunities.

Construction Season is Here

And that means Public Works projects are moving into high gear. As a reminder to the MBEs and WBEs who currently or would like to participate on these construction projects, your company must be pre-qualified. Pre-qualification with the State of Indiana is required of all contractors and subcontractors bidding or performing work valued at more than \$150,000. Details regarding certification and the Contractor Certification Application are available at: <http://www.in.gov/idoa/2830.htm>.

E-mail Subscription Option Gives You a Head Start on New Contracting Opportunities

Do you forget to check the [MWBE Contracting Opportunities](#) webpage on a regular basis? Or, maybe you check it seven times a day only to see that the postings haven't changed? Either way, the Department of Administration's new e-

subscription option is for you.

Later this month IDOA will be rolling out subscription functionality to a number of its web pages, including the MWBE Contracting Opportunities page. As a subscriber, you'll receive an email notification each time the contracting opportunities list is updated, guaranteeing that you'll see a new project as soon as it's listed.

In addition to the listing of university and private-sector opportunities, the Contracting Opportunities page also offers links to State of Indiana procurement solicitations, public works solicitations, and INDOT contracts, making it a one-stop shop for contracting opportunities.

Watch your email for more information regarding the roll-out of IDOA's subscription.

Upcoming Events

May 31 - June 3, 2008

The Indianapolis International Airport hosts the 24th Annual Airport Minority Advisory Council (AMAC)- Airport Business Diversity Conference "Racing Towards Diversity." Location: Marriott Hotel - Downtown Indianapolis

[More information](#)

Welcome to the Following Indiana Companies, Certified as of April 2008:

3D Company, Inc.	Muncie	IN	dcase@3dcompanyinc.com	WBE
A & P Ventures, LLC	Indianapolis	IN	mayres@searsclean.com	WBE
A. G. S. Consulting, Inc.	Merrillville	IN	agsconsult@earthlink.net	MBE / WBE
ABM Global Design and Supply Company Inc	East Chicago	IN	sspann2921@aol.com	MBE
ADSPECO, Inc	Indianapolis	IN	lynn@advertisingspec.com	WBE
Advance Tactics Security, Inc.	Indianapolis	IN	paulwoods@advancetacticssecurityind.com	MBE
All In All Janitorial	Merrillville	IN	awildernes1@aol.com	MBE
Atlas Excavating, Inc.	West Lafayette	IN	jim@atlasexcavating.com	WBE
BC Designs, Inc.	Lizton	IN	brookecanada@hotmail.com	MBE
Bradley Drafting	Indianapolis	IN	bradleydrafting@sbcglobal.net	WBE
C.A. Ross Co., Inc.	Logansport	IN	gayle.ross@carosscompany.com	WBE
CDM General Contractor	Indianapolis	IN	cdm.cemo@sbcglobal.net	MBE
CFA, Inc.	Indianapolis	IN	tcarter@cfastaffing.com	MBE
CIM Audio Visual, Inc.	Columbus	IN	sue@cimav.com	WBE
Cooley & Spalding Electric, Inc.	New Albany	IN	aparido@cooleyandspaldingelectric.com	WBE
Crime Control Research, Inc.	Mooreville	IN	nhipple@gmail.com	WBE
D & S Lawn Care	Indianapolis	IN	javonip@earthlink.net	MBE
Davis Design Group, LLC	Indianapolis	IN	kdavis@davisdesignllc.com	WBE
Davis Express Courier Inc.	Anderson	IN	adavis1626@aol.com	MBE
DeLaney & DeLaney LLC	Indianapolis	IN	kathleen@delaneylaw.net	WBE
Design Studio 303, Inc.	Hammond	IN	gina@ds303.com	WBE
Destiny Transportation Services LLC	Indianapolis	IN	destnytran@aol.com	WBE
Emis & Cobs Corporation	Gary	IN	aaige@hotmail.com	MBE
Epiphany Behavioral Services, LLC	Indianapolis	IN	rjhorton02@att.net	MBE
Erosion Resources & Supply, Inc.	Boonville	IN	erosionresource@aol.com	WBE
Families United, Inc.	Attica	IN	karmen@familiesunited.us	WBE
Green 3 LLC	Indianapolis	IN	dawn@green3.biz	WBE

Hadady Corporation	Dyer	IN	sullivanj@hadadycorp.com	WBE
Healthy Feet, LLC	Indianapolis	IN	healthyfeetllc@hotmail.com	MBE
IdentiTees	Merrillville	IN	identitees@sbcglobal.net	WBE
International Bureau of Translations Inc	Carmel	IN	ibtinc@ibtworld.com	WBE
International Global Solutions	Indianapolis	IN	donteadams@igsdistributing.com	MBE
Judy A. Dalton	Indianapolis	IN	wmtdaltonwrkco@aol.com	MBE / WBE
Kendrick Construction	Indianapolis	IN	kndrmch@sbcglobal.net	MBE
M. R. Brown & Co., LLC	Reelsville	IN	jocko@ccrtc.com	MBE
M.E. Christmon Enterprises	Indianapolis	IN	mariechristmon@comcast.net	MBE / WBE
Oatts Trucking	Indianapolis	IN	vervey@aol.com	MBE
OK Safety Supply, Inc.	Hammond	IN	pat@oksafetysupply.com	WBE
Pastels, LLC	Indianapolis	IN	gurnellbigv@sbcglobal.net	MBE / WBE
Patty O'Neil, Inc.	Lowell	IN	patty@pattyoneil.com	WBE
Picha Solutions, LLC	Indianapolis	IN	cjpicha@pichasolutions.com	WBE
Pioneer Associates, Inc.	Leo	IN	pioneerassociates@verizon.net	WBE
Preachers Mobile Wash	Indianapolis	IN	preachermobileservices@hotmail.com	MBE
Print Directions, Inc.	Indianapolis	IN	gloria@printdirections.com	WBE
Professional Case Management Services	Bloomington	IN	mpopp@bluemarble.net	WBE
Professional Information Systems, Inc.	Hobart	IN	paulette@proinfosystems.com	WBE
Ralston Paving Corporation	Valparaiso	IN	nancyralston@comcast.net	WBE
Rapid Safety & Supply Company, Inc.	Portage	IN	jlgilmer@verizon.net	WBE
Rayna Reinhold T aylor, Inc.	Indianapolis	IN	raynat@prodigy.net	WBE
SB Communications	Anderson	IN	stevenbeverly@yahoo.com	MBE
Serenity Landscape & Design, Inc.	Hammond	IN	serenitylandscape@gmail.com	MBE
Slusser's Green Thumb, Inc.	Logansport	IN	cvs@slussers.com	WBE
Superior Environmental Remediation 90, Inc.	Mishawaka	IN	emma@ser90.com	WBE
Synergy Marketing Group, Inc.	Indianapolis	IN	marczucker@synergy-mg.com	WBE
Taylor Concrete & Block, LLC	Indianapolis	IN	gaddiekj@email.uc.edu	MBE
Therapy, Etc.	Lafayette	IN	bellsx7@aol.com	WBE
Transatlantic Collections	Anderson	IN	carolyns@transatco.com	MBE / WBE

For more information on these companies please see the [Certification List](#) on the Minority and Women's Business Development website.

Committed to Participation